

# ST. LOUIS AIRPORT HOTEL Project

Prepared By

Clover Hospitality Group and Fine Hospitality Group

# Clover Hospitality Group

Clover Hospitality Group was founded by a family of six professionals with diverse expertise.

Since 2016, Clover has become a leader in-hotel investment and management, specializing in value-add projects.

The company has renovated over 10 properties, boosting guest experiences and property value.

Clover has also partnered with Fine Hospitality Group on several successful projects.



# Fine Hospitality Group

- Fine Hospitality Group (FHG) Established in 2003, hotel owners, developers, and guests discover the exceptional difference in **our 35+ hotels and developments with over 4,000 rooms located nationwide.**
- In 2021, Clover Hospitality and Fine Hospitality undertook their first hotel project, transforming distressed assets into a modern high valued Hotels.
- Clover and Fine Hospitality look forward to continuing their collaboration, helping both companies reach their full potential.

# Renovation Example 1

## Hyatt Place Greensboro, North Carolina

Acquired an underperforming Hyatt Place that had not been renovated in over a decade. The CHG and FHG teams conducted a comprehensive renovation, transforming it into a high-value property.

### Before



### After



# Renovation Example 2

## Super 8 Goldsboro, North Carolina

Acquired a property previously shut down by the city due to neglect by prior ownership. Successfully revitalized and transformed it into a Super 8 by Wyndham, bringing it up to brand standards and operational excellence.

Before



After





# Renovation Example 3

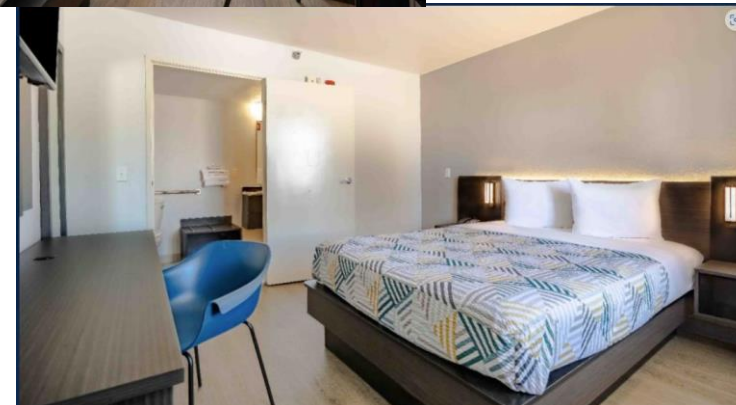
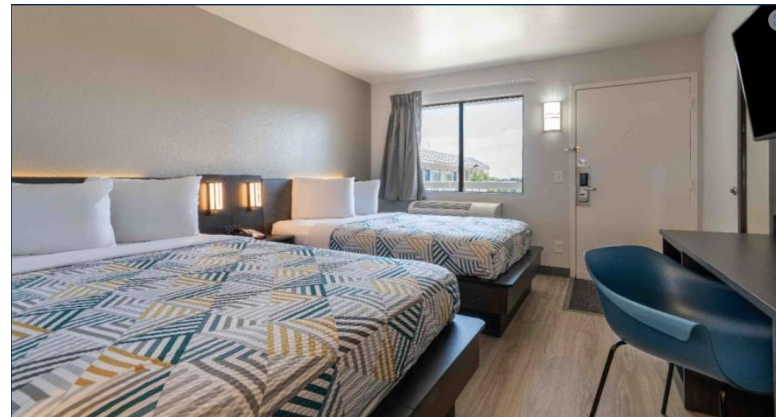
## Motel 6s Illinois

Acquired two neglected Motel 6 properties in Illinois. Sold one to the City of Elk Grove for redevelopment into a public use and fully renovated the other in Rolling Meadows. Currently operating the renovated property with strong city relations and a focus on maintaining a nuisance-free environment.

### Before



### After



# Renovation Example 4

## Fairfield Inn to Spark By Hilton Mansfield IL

Acquired an underperforming Fairfield Inn that had not been renovated in over a decade and transformed it into a modern, fully renovated Spark by Hilton. This upgrade significantly increased the property's business performance and market value.

Before



After



# ST. Louis Airport Hotel Project Vision

- Clover and Fine Hospitality seek to partner in acquiring the St. Louis Airport Hotel property and transform it into a modern 197-room Delta by Marriott.
- The Hotel will offer modern amenities including:
  - Full-service restaurant and bar
  - Flexible meeting and event spaces
  - State-of-the-art fitness center
  - Business center and guest services
- This will be the only renovated property in the airport area, offering a range of premium amenities
- CHG and FHG also plan to extensively renovate the exterior, including a complete redesign of the building's appearance, adding a fence in the backyard, installing tall LED parking lights, and updating the canopy for a modern, refreshed look.



# ST. Louis Airport Hotel Project **Business**

- **Investment**

- Clover Hospitality is investing **\$16 million** in the purchase of the property. This amount covers the acquisition of the real estate, addressing all deferred maintenance, and completing necessary renovations

- **Planned building improvements are expected to enhance business performance significantly.**

- Current room revenue: approximately \$900,000. Current annual sales tax contribution at 2%: \$18,000.
- Projected room revenue after improvements: approximately \$5 million. Projected annual sales tax contribution after stabilization: \$100,000.
- Expected annual increase in sales tax contribution: at least **\$88,000**

# ST. LOUIS AIRPORT HOTEL Project Economic Contribution

## • **Creating Jobs**

- Creating approximately 35 jobs for both full-time and part-time staff, supporting local employment.
- Contributing 22% to 30% of total revenue toward payroll, stimulating local economic activity.
- Providing health and additional benefits to full-time employees, enhancing workforce stability and well-being.

## • **Ownership**

- Establishing a predominantly female-owned business, promoting diversity and inclusion in local entrepreneurship.